

REGIONAL AGRIBUSINESS DEVELOPMENT OPPORTUNITY!

OVERVIEW: **Mountaire Farms** in partnership with Virginia's Agriculture and Forestry Secretariat, Halifax Virginia Industrial Development Authority, Virginia Cooperative Extension, Farm Bureau, Farm Credit, and Virginia Department of Agriculture and Consumer Services is pursuing a regional agribusiness opportunity requiring dedicated annual production of 4,000,000 bushels of corn within approximately 100 miles of a planned new granary facility near South Boston, Virginia. This corn would be purchased by Mountaire directly from a network of regional growers.

REGIONAL GROWER PARTICIPATION IS THE CRITICAL FACTOR IN MOUNTAIRE'S SITE SELECTION DECISION. THEY ARE EVALUATING OTHER STATES AND REGIONS OF THE COUNTRY FOR THIS PROJECT. IF WE WANT THEM IN OUR REGION, THEN WE NEED TO SHOW THEM WE HAVE A COMMITTED REGIONAL GROWER NETWORK.

PAYMENT: **Mountaire** pays per bushel using Chicago Board of Trade, plus basis to be determined. They pay either by check or direct deposit within 24 hours of receipt of grain at the granary. Mountaire can defer payment on grain at customer's request to assist with tax planning.

OTHER: **Mountaire** also does the following:

- Allows for moisture up to 25% because they will dry at the facility.
- Accepts corn with certain amount of Aflatoxin when they ship to their own feed mills for use.
- Picks up grain at farms under certain conditions
- Uses granary management systems that reduce grower wait times when delivering to the granary
- Plans to purchase rotational crops (other grains) on an alternating year schedule

The other stakeholder/partners listed above will support the project through resource allocation to ease and speed the project to completion.

TIMELINE: **Mountaire** will:

- Make their decision to proceed with this project in the third quarter of 2016.
- Construct the granary facility and negotiate contracts through the balance of 2016 and into 2017, and ready to receive corn in the 2017 harvest.

GROWERS: **IF YOU ARE INTERESTED** in discussing contracting opportunities with Mountaire, please contact Kristy Johnson at KJohnson@HalifaxVirginia.com, or (434) 572-1734 Ext. 103 and provide the following information:

- **Your Name and Name of Farm or Business**
- **Zip Code**
- **Best Phone # to Reach You**
- **Best Times to Reach You**